

FLUKE®

Distribution Partner Sales Guide

Fluke just raised
the performance
bar on cable
testing. Again.

Introducing the
DSP-4000 Digital
CableAnalyzer™

350
MHz
1-touch
Diagnostics
Dual
Fiber
Test
10 sec.
Autotest
Cat 6
ready
Talk Mode
Class E
ELFEXT
NEXT
ACR
Return
Loss

↑ DSP
4000



WIN BIG!
In the DSP-4000 Distributor
Super Bowl Contest
Details inside

Introducing the most powerful tool for cable certification. Ever.

FLUKE®

October, 1998

Dear Sales Channel Partners,

With the introduction of our new DSP-4000 Digital CableAnalyzer, Fluke has raised the performance bar in cable testing. Again.

Building upon the digital platform Fluke pioneered in the award-winning DSP-100 and DSP-2000 testers, Fluke has added some powerful test capability and unsurpassed diagnostics into the new DSP-4000 to allow users to test Category 5E, Category 6, fiber and more.

The new DSP-4000 gives users:

- One-touch diagnostics to pinpoint the location of crosstalk problems.
- Autotest time in as little as 10 seconds.
- Testing to 350 MHz.
- Changeable Link Interface Adapters for flexibility of testing any number of manufacturer's cable and connectors.
- Optional Fiber Test Adapter for bi-directional testing of 850 nm and 1300 nm frequencies.

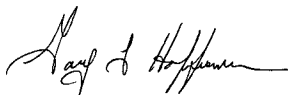
What follows is a guide of all the materials we produced to help you sell the DSP-4000. Please take a moment to look through it.

Then, tell your customers it's time to step up to the bar and buy the highest performance tester money can buy – the new DSP-4000 Digital CableAnalyzer from Fluke.

Good selling!



Dwight Hyland
Product Marketing Manager
Networks Division



Gary Hoffman
U.S. Distribution Sales
Networks Division

Fluke Corporation

PO Box 9090 Everett WA 98206 9090 USA

Telephone

425.347.6100

Facsimile

425.356.5116

Internet

www.fluke.com

Distributor Support Now On-Line

Check out our
distributor website for:

- Product training
- Sales tools
- Selling resources

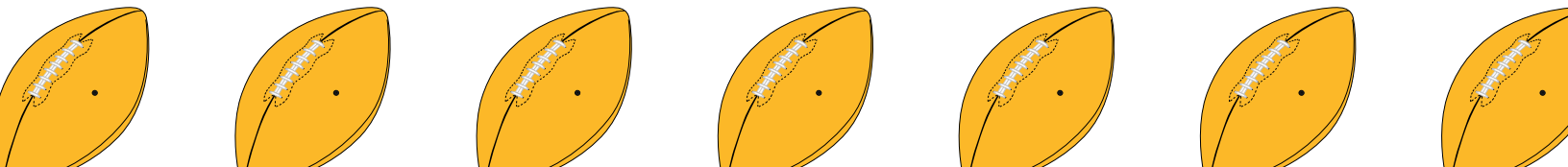
And a chance to WIN
a free trip for two to
the Super Bowl!

Fluke Distributor Website:

<http://support.fluke.com/sales/pik/dsp-4000>

Username: channels

Password: profits



**Contact your local Fluke Rep for
training, demos and support.**

**Dan Touchette,
Regional Manager
970-884-5493**

Group IV Products, Inc.
510-516-0191

**Dick Murphy,
Regional Manager
612-361-5596**

Brannon Sales Company
330-239-0295

ECS
612-946-9510

**Thomas L. Dowell &
Associates, Inc.**
314-849-4234
913-722-4242

W.G. Telcom
847-290-1133

Group IV Mountains
510-516-0191

**Claudio Perugini,
Regional Manager
860-274-7237**

Big East Marketing, Inc.
978-250-2302

C&C Sales, Inc.
201-358-8400

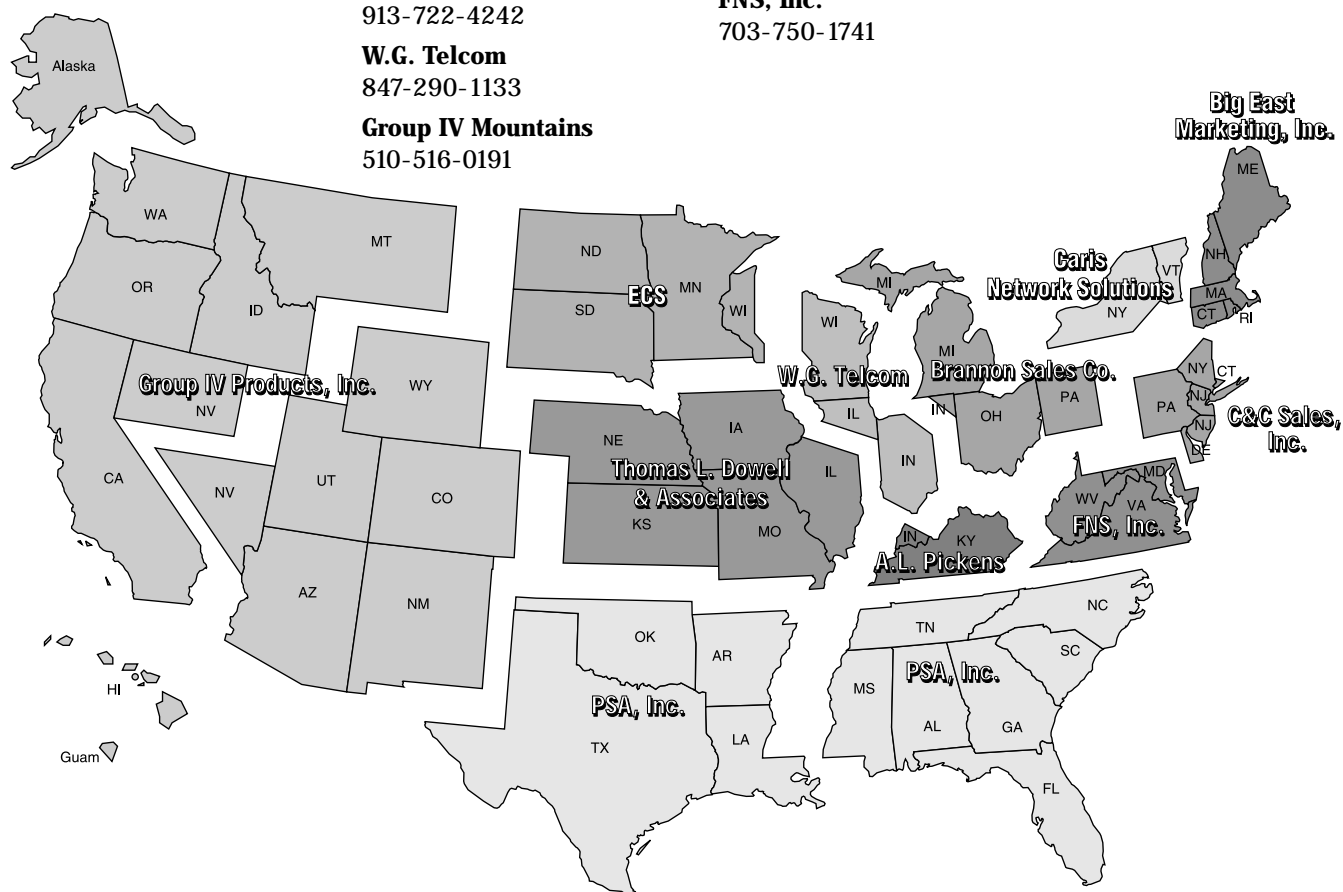
Caris Network Solutions
315-652-8510

FNS, Inc.
703-750-1741

**Ken Moring,
Regional Manager
770-982-0107**

PSA, Inc.
770-642-0988

A.L. Pickens Co., Inc.
502-491-4215



Technical support: 1-800-44-Fluke

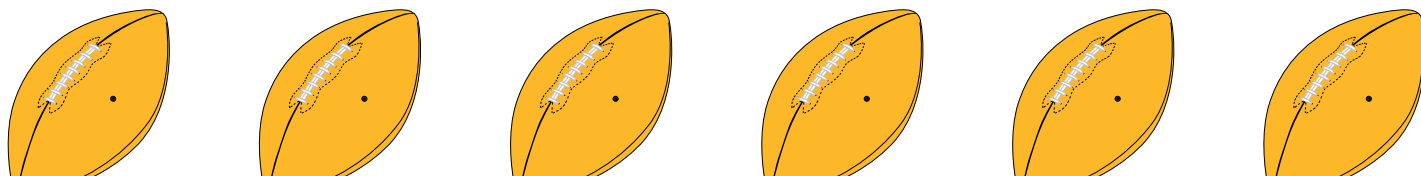
Fax-back system: 1-800-FlukeFax

Distributor Website: <http://support.fluke.com/sales/pik/dsp-4000>

Username: channels

Password: profits

Public Website: <http://www.fluke.com/nettools>



DSP Series ordering information

DSP-4000 CableAnalyzer™

CableAnalyzer (NiMH battery pack installed)
 DSP-4000 Smart Remote, DSP-LINK Software, soft carrying case, user manual, quick reference card, talk sets (2), ac adapter/chargers (2), instrument straps (2), Cat 5E basic link adapters (2), Cat 5E channel adapter, Cat 5E channel/traffic adapter, Coax patch cable (BNC), RJ-45 to RJ-45 calibration cable, RS-232 serial cable, RJ-45 to BNC adapter cable

DSP-2000* CableAnalyzer™

CableAnalyzer (NiCd battery pack installed)
 DSP-2000 Smart Remote (NiCd battery pack installed, automatic NEXT testing from both ends of the cabling link)
 DSP-LINK Software (3.5" diskette), PC serial interface cable (EIA-232C null modem, DB-9 to DB-9), user manual, ac adapter/charger, hard carrying case (holds both the CableAnalyzer and Smart Remote), and warranty registration card

Cable accessories: One coax patch cable, 50Ω BNC; Two 2m patch cables (100Ω ScTP Cat 5, EIA-568, 8-pin modular connectors); One 10 inch calibration cable (100Ω UTP Cat 5, EIA-568, 8-pin modular connectors); One 8-pin modular plug to BNC adapter

DSP-100* CableMeter®

CableMeter (NiCd battery pack installed)
 DSP-R Standard Remote (single ended NEXT measurement)
 DSP-LINK Software (3.5" diskette), PC serial interface cable (EIA-232C null modem, DB-9 to DB-9), user manual, ac adapter/charger, soft carrying case and warranty registration card
 Cable accessories: One coax patch cable, 50Ω BNC; Two 2m patch cables (100Ω ScTP Cat 5, EIA-568, 8-pin modular connectors); One 10 inch calibration cable (100Ω UTP Cat 5, EIA-568, 8-pin modular connectors)

*Qualifies for CE mark



Application of Council Directive(s):
 Electromagnetic Compatibility Directive (89/336/EEC)

See the *Cabling Test Accessories* booklet for more accessories, Lit # G0427UEN.

Accessories

Fluke-140* Tone Probe

One spare probe tip, one 9V battery (installed) and instruction sheet

DSP-CMS CableManager™ Software

Two 3.5" diskettes, user manual and warranty registration card

DSP-R* Standard Remote for the DSP-100

DSP-SR* Smart Remote for the DSP-100

NiCd battery (same P/N as DSP-100), soft carrying case, carrying strap, and ac adapter/charger

Fiber Test Accessories

DSP-FTA410S Fiber Test Option Set for DSP-4000

Fiber test adapters (2), manual, two SC-ST fiber patch cables, ST-ST adapter

DSP-FTK* Fiber Test Kit

Optical power meter for DSP Series cable testers
 FOS-850/1300, combination 850 nm/1300 nm source
 Two ST-ST fiber optic patch cables, ST-ST adapter, instrument manual, and instrument case

DSP-FOM* Fiber Optic Power Meter for DSP-2000 or DSP-100

Optical power meter for DSP Series cable testers
 Two ST-ST fiber optic patch cables, ST-ST adapter, instrument manual, and instrument case

LS-1310/1550* Laser Source

Dual 1310/1550 laser light source
 Two ST-ST singlemode fiber optic patch cables, one ST-ST singlemode fiber optic adapter, and instruction sheet

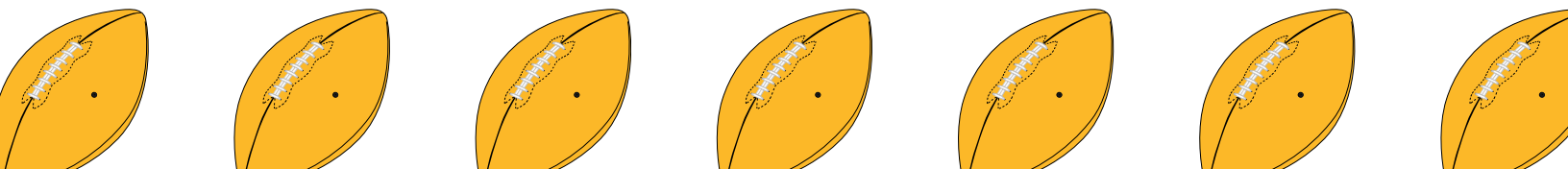
Priority Support Gold Package

GOLD-MEDIA-1 DSP Series Gold Service Package

Next-day exchange/loaner, calibration voucher, 20% discount on hardware/software enhancements and priority application support

DSP-4000 Distributor Website Contents

- Product Overview/FAQs
- Product Training Module
- Product Selection Guide
- Competitive Comparison Chart
- Standards Updates
- Downloadable Presentations
- Press Release
- Advertising Campaign
- Trade Show Listing
- Photo Library
- On-line Material Order Form
- Product Ordering Information



Selling the NEW DSP-4000 Digital CableAnalyzer:

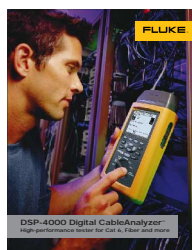
As a Fluke distributor, you are now able to offer your customers the most powerful cable testing and certification tool on the market today. And, with these tools and support from Fluke, selling the DSP-4000 is made easy.



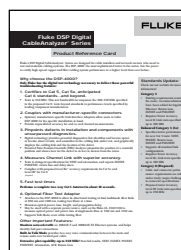
Why choose the DSP-4000?

- Certifies to Cat 5, Cat 5E, and anticipated Cat 6 standards...and beyond
- Provides digital testing of high-performance cable to 350 MHz
- Couples with manufacturer-specific connectors
- Pinpoints defects in installation and components with unsurpassed diagnostics
- Measures Channel Link with superior accuracy
- Delivers quick measurement time with fault isolation and complete diagnostics
- Tests both copper and fiber

The following DSP-4000 sales support material is available now:



DSP-4000 Brochure
G0436UEN Rev A



DSP-4000 Product
Reference Guide
J0943UEN Rev A



DSP-4000 Data Sheet
A0618UEN Rev A
Faxback #3531



DSP-4000 Photo CD
T0062UEN Rev A

Additional materials available on-line at
the DSP-4000 distributor website!
<http://support.fluke.com/sales/pik/dsp-4000>

- Presentations
- Training
- Press Release/Backgrounder
- White Papers
- More!

To order literature:

Via web:

<http://support.fluke.com/sales/pik/dsp-4000>

Fax requests to:

Fluke Literature Dept. 425-254-8872

Phone: 425-430-4331

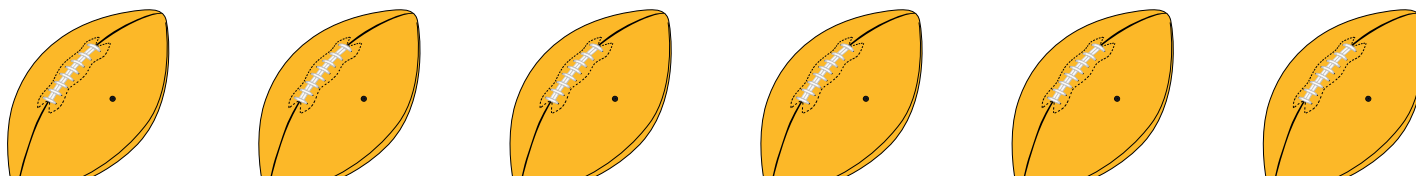
Email: flukelit@kayesmith.com

WIN a FREE Trip for two to the 1999 NFL Super Bowl XXXIII! January 31, Miami, FL

Here's how:

1. Go on-line to the DSP-4000 distributor website
<http://support.fluke.com/sales/pik/dsp-4000>
(username: channels, password: profits)
2. Go through the on-line DSP-4000 product training module
3. Pass a brief quiz testing your knowledge about the market's most powerful cable tester, the DSP-4000
4. And you're entered to win!

One entry per person; drawing to be held 12/15/98. Winner will be notified by phone. If you do not have web access, call 1-800-FLUKEFAX and request document #3534 to receive the product training and quiz via fax.



The Digital DSP-100...DSP-2000...DSP-4000: Three easy, accurate options for certifying and troubleshooting cabling systems

FLUKE®

All Fluke DSP Digital CableAnalyzer™ Series feature:

- TSB-67 Accuracy Level II for Basic Link and Channel.
- Superior diagnostics-the Time Domain Crosstalk (TDX) Analyzer quickly locates crosstalk problems. The FAULT-INFO key automatically diagnoses cabling faults and displays results graphically and in text.
- The ability to detect/exclude sources of noise from NEXT measurements.
- Rugged design with shock-absorbing overmold.
- Test results battery backed up for five years.
- Fiber optic testing capability with optional adapters.

FREE DSP-LINK Software included with all testers

- Point and click interface for ease of use
- Quickly upload test results to PC for data storage or printing
- Upload complete cable analysis, including NEXT and attenuation plots, and all TDX data from the last Autotest
- Easily update the test parameters in the tester's internal database, in flash EPROM, when standard specifications change

Optional CableManager™ Software available

	Fluke DSP-4000	Fluke DSP-2000	Fluke DSP-100*
Standards Compatibility	Cat 6**, Cat 5E, Cat 5	Cat 5	Cat 5
Single / Dual Ended Test	Dual	Dual	Single
Frequency Range	350 MHz	155 MHz	155 MHz
AutoTest Time	10 seconds	17 seconds	11 seconds
Accuracy Level, Basic Link & Channel	Level IIE, Level III**	Level II	Level II
Graphical representation of fault location	Yes	Yes	No
Talk Mode	Yes	No	No
Works with Fiber Test Adapter Option (DSP-FTA410): Optical Power, Loss, Length, Prop. Delay	Yes	No	No
Works with Fiber Test Kit Option (DSP-FTK): Optical Power and Loss	Yes	Yes	Yes
Measures ELFEXT and Power Sum ELFEXT	Yes	No	No
Return Loss	Yes	Yes	Yes
Pinpoints NEXT faults (TDX)	Yes	Yes	Yes
Bright Display	Yes	Yes	No
Performance Grading	Yes	Yes	Yes
Distinguishes External Noise from NEXT	Yes	Yes	Yes
Five year Battery Backup	Yes	Yes	Yes
Automated Fault Finding	Yes	Yes	Yes
Fast Ethernet Monitor	Yes	Yes	No

* Standard remote version (single-ended test) (smart remote for dual-ended testing available)

** As proposed

For more information, call **1-800-44-FLUKE** in the U.S. Other countries, contact your local sales organization or call the U.S. (425) 356-5500.

Fluke. *Keeping your world
up and running.*

Which DSP cable tester does my customer need?

- 1. DSP-100** is for customers who need a low-cost solution to test and maintain cabling systems to existing Cat 5 standards.
- 2. DSP-2000** is for private network owners and others who only need to test and maintain cabling systems to existing Cat 5 standards.
- 3. DSP-4000** is for cable installers and others who want the leading-edge tester for high-performance cabling certification and testing, and who want to certify to the coming standards as they are approved.

Fluke Corporation

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Fluke Europe B.V.
P.O. Box 1186, 5602 BD
Eindhoven, The Netherlands

For more information call:

U.S.A. (800) 443-5853 or
Fax (425) 356-5116
Europe/M-East (31 40) 2 678 200 or
Fax (31 40) 2 678 222
Canada (905) 890-7600 or
Fax (905) 890-6866
Other countries (425) 356-5500 or
Fax (425) 356-5116
E-mail: fluke-info@tc.fluke.com
Web access: <http://www.fluke.com/nettools/>

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Printed in U.S.A. 9/98